

## WEEK 4 External Readings

### EXTERNAL LINKS

#### **Country Profiles - Global Guide to Culture, Customs and Etiquette**

<http://www.kwintessential.co.uk/resources/country-profiles.html>

#### **How to negotiate with really tough guys**

[http://money.cnn.com/magazines/fortune/fortune\\_archive/1996/05/27/212873/index.htm](http://money.cnn.com/magazines/fortune/fortune_archive/1996/05/27/212873/index.htm)

#### **Culture-Based Negotiation Styles**

<http://www.beyondintractability.org/bi-essay/culture-negotiation>

#### **Cross Cultural Negotiations**

<http://www.kwintessential.co.uk/cultural-services/articles/cross-cultural-negotiation.html>

#### **Culture and Negotiation Strategy**

<https://uwaterloo.ca/culture-at-work-lab/sites/ca.culture-at-work-lab/files/uploads/files/Chapter%202004%20Culture%20and%20Negotiation%20Processes2.pdf>

#### **Mapping Cultures-Strategies For Effective Intercultural Negotiations**

<http://www.mediate.com/articles/cdr1.cfm>

#### **US Negotiating Style**

[http://www.unc.edu/depts/diplomat/archives\\_roll/2001\\_03-06/mcdonald\\_negot/mcdonald\\_negot.html](http://www.unc.edu/depts/diplomat/archives_roll/2001_03-06/mcdonald_negot/mcdonald_negot.html)

#### **International Business Etiquette, Manners, & Culture**

<http://www.cyborlink.com/besite/>

Last modified: Saturday, 21 March 2015, 11:20 PM